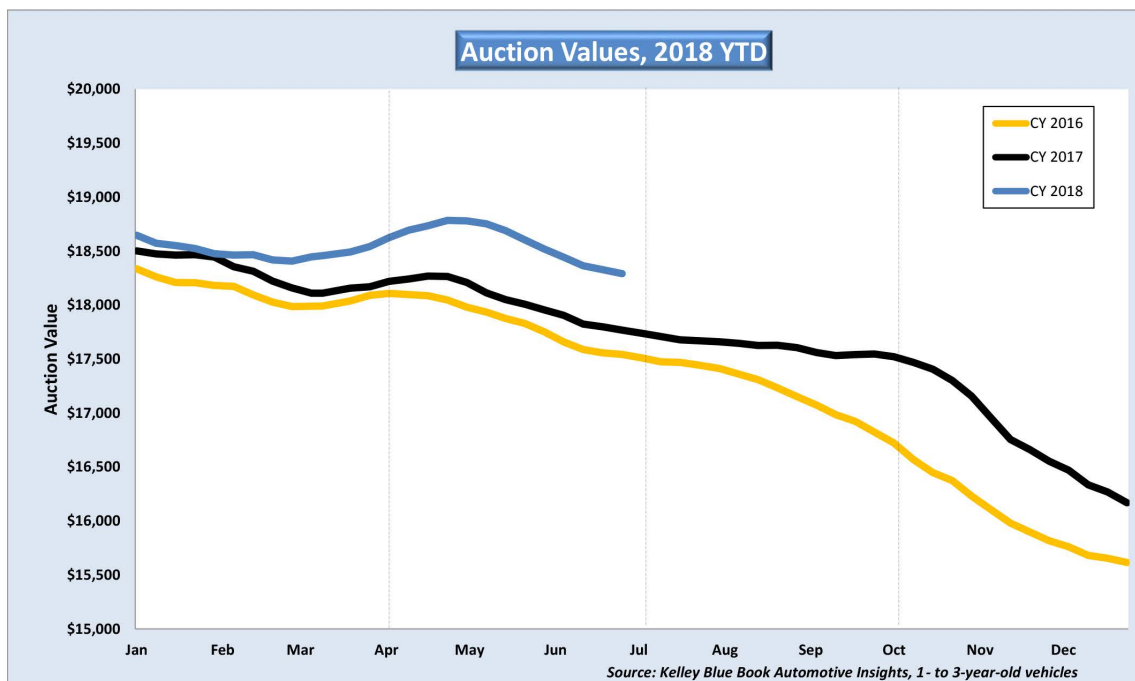
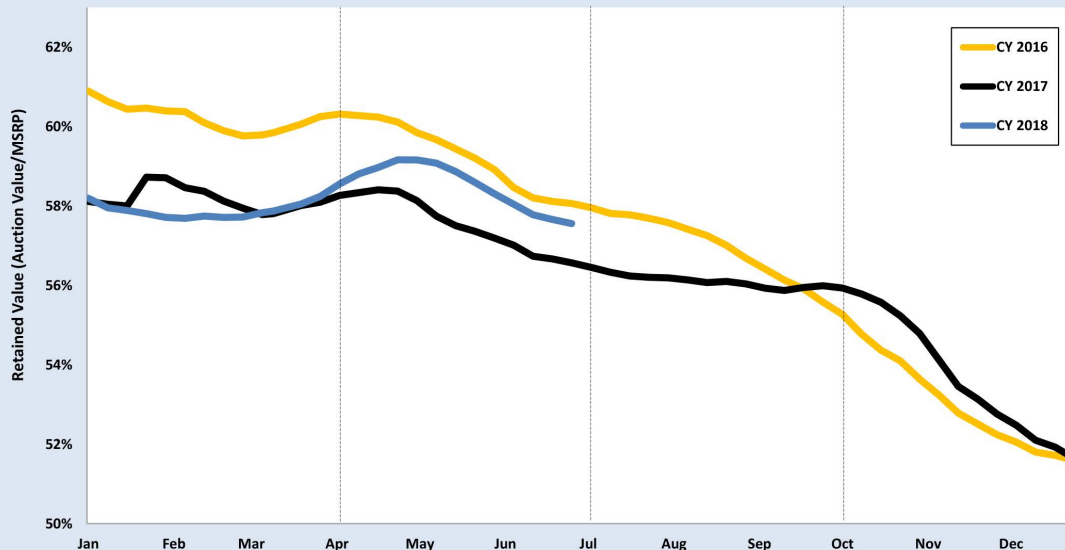




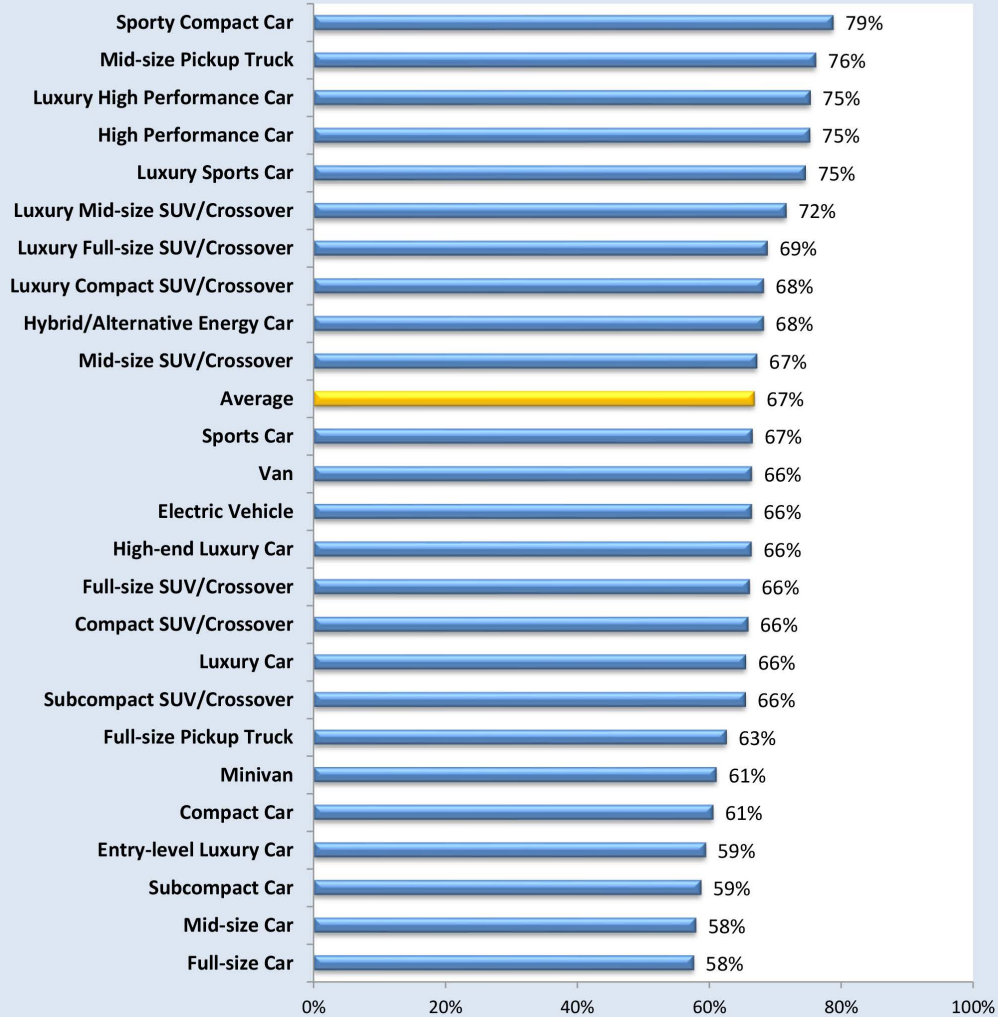
# BLUE BOOK MARKET REPORT



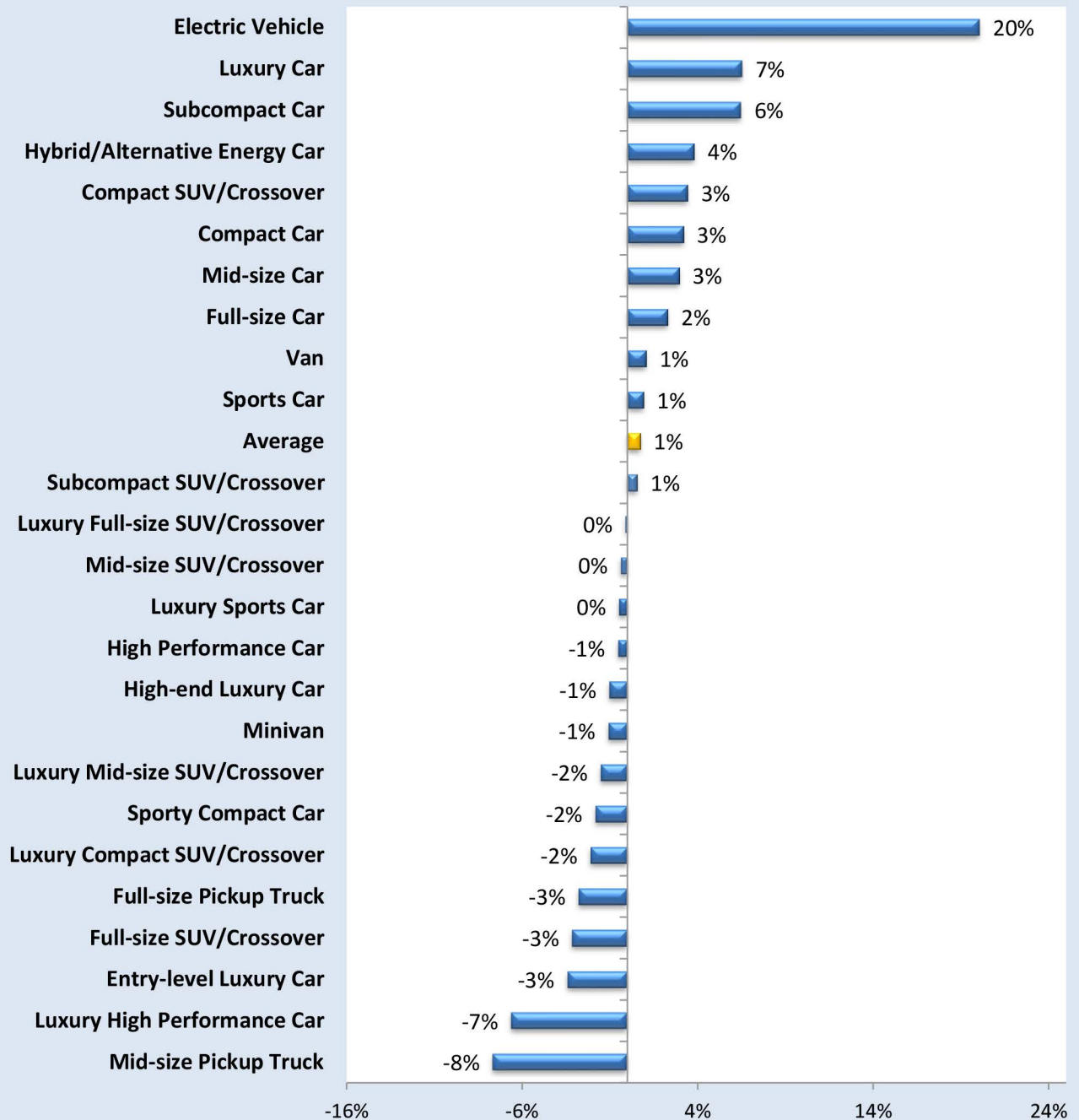
### Retained Value, 2018 YTD



### Retained Value, MY 2017

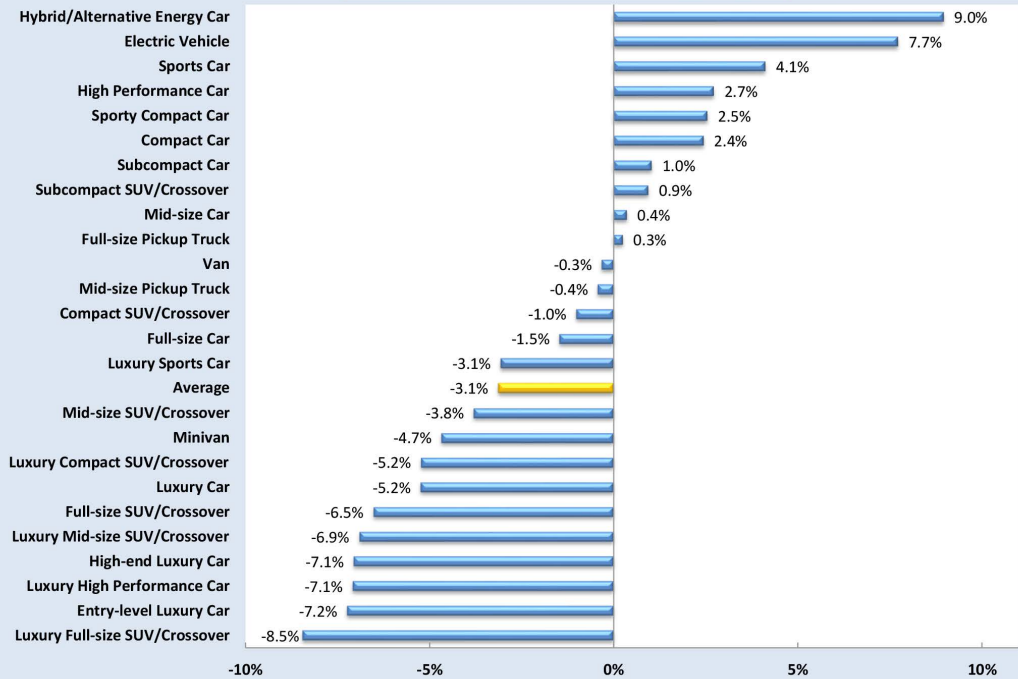


## Y-o-Y Point Change, Retained Value



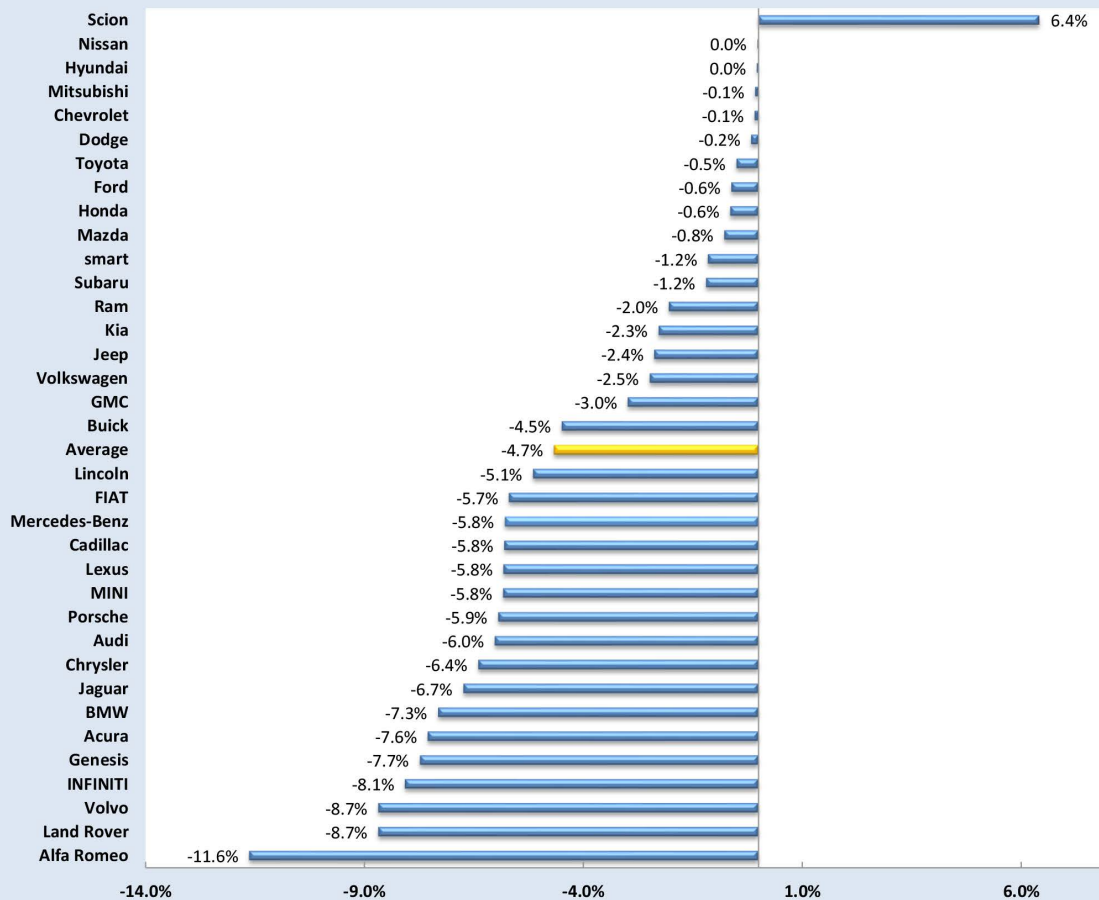
Source: Kelley Blue Book Automotive Insights, model year 2017 vs 2016

### Q1 to Date Change (%) by Segment



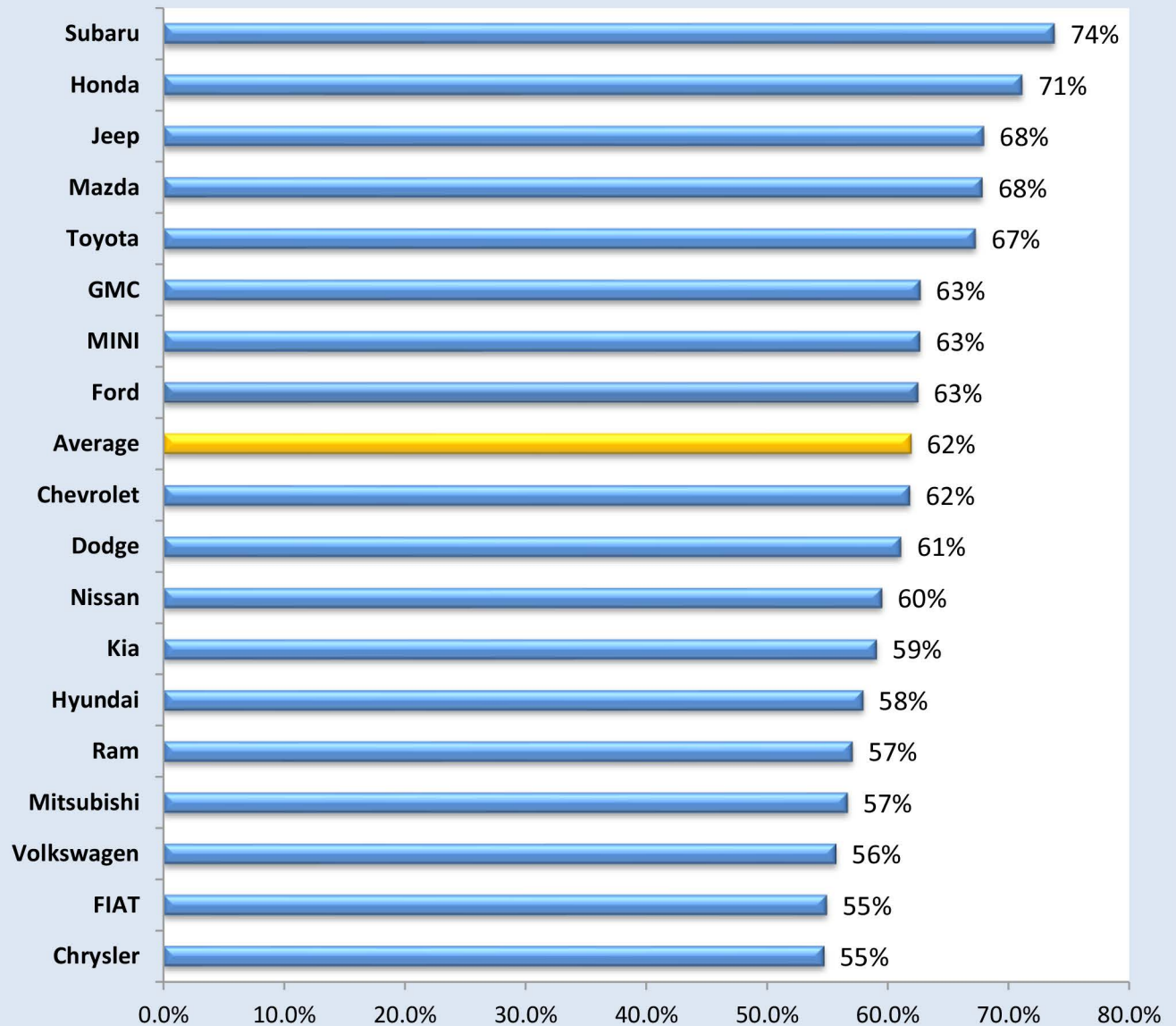
Source: Kelley Blue Book Automotive Insights, 1- to 3-year-old vehicles

### Q1 to Date Change (%) by Manufacturer



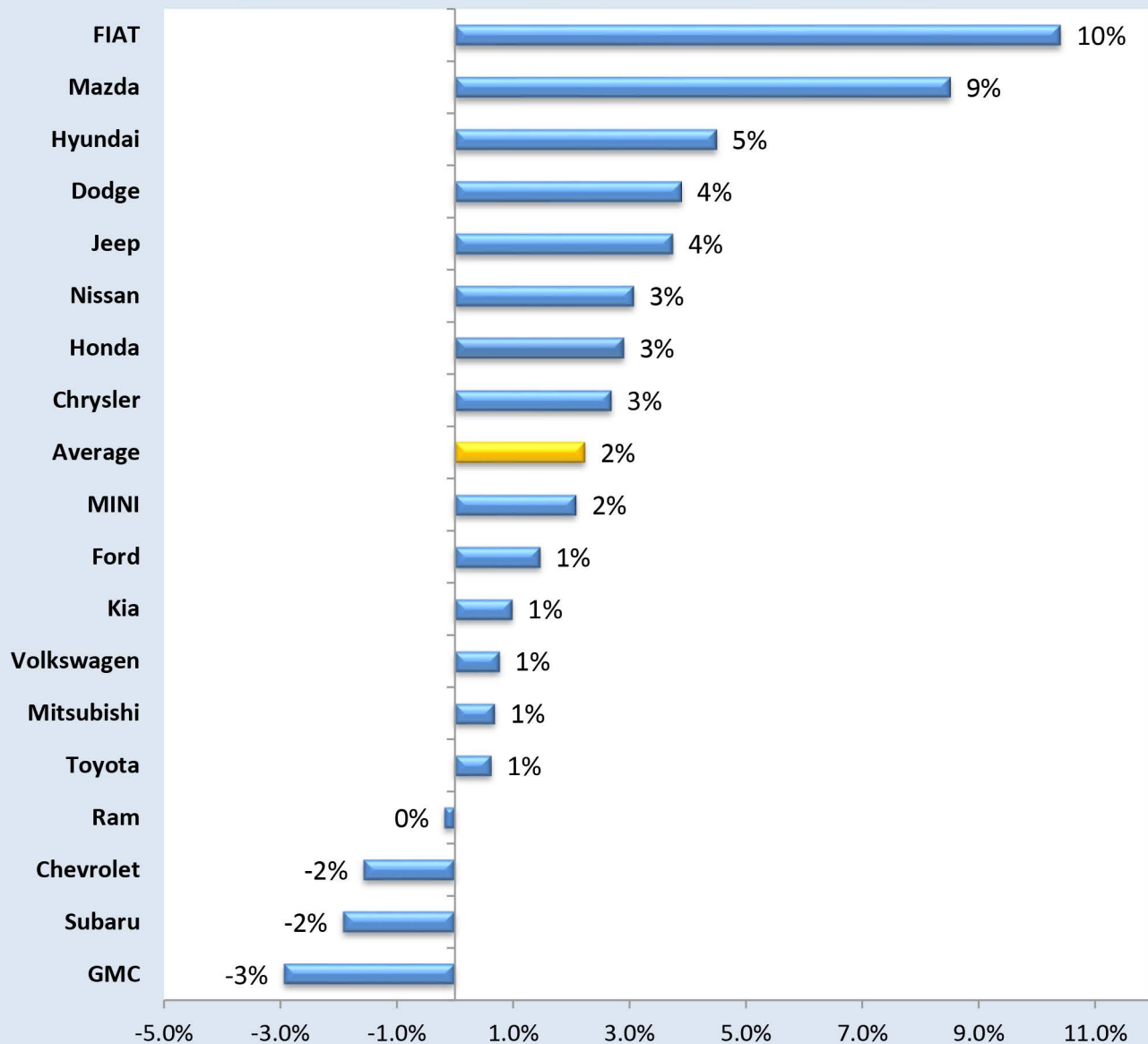
Source: Kelley Blue Book Automotive Insights, 1- to 3-year-old vehicles

## Retained Value, MY 2017 Non-Luxury Brands



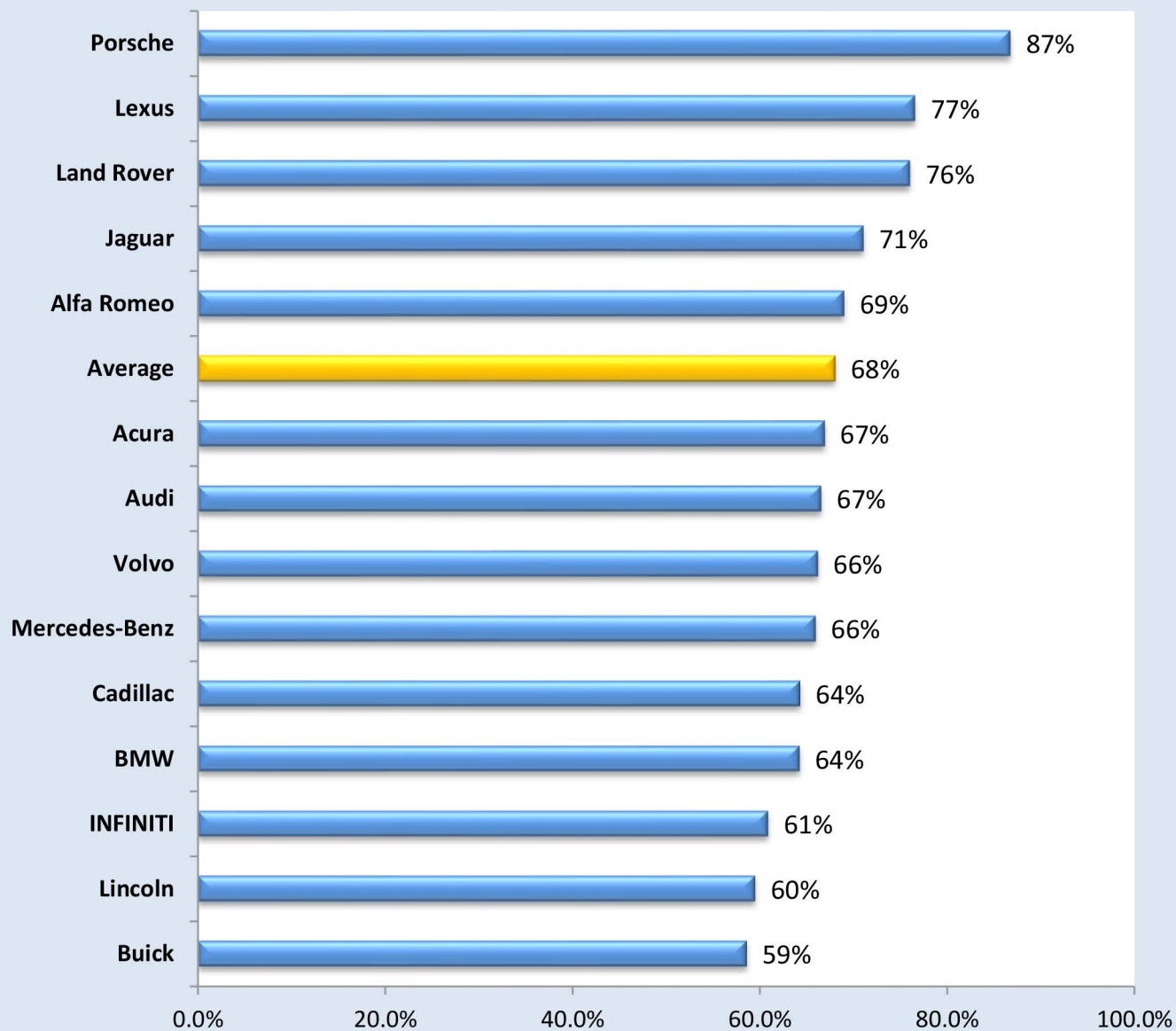
Source: Kelley Blue Book Automotive Insights, model year 2017

## Y-o-Y Point Change, Retained Value Non-Luxury Brands



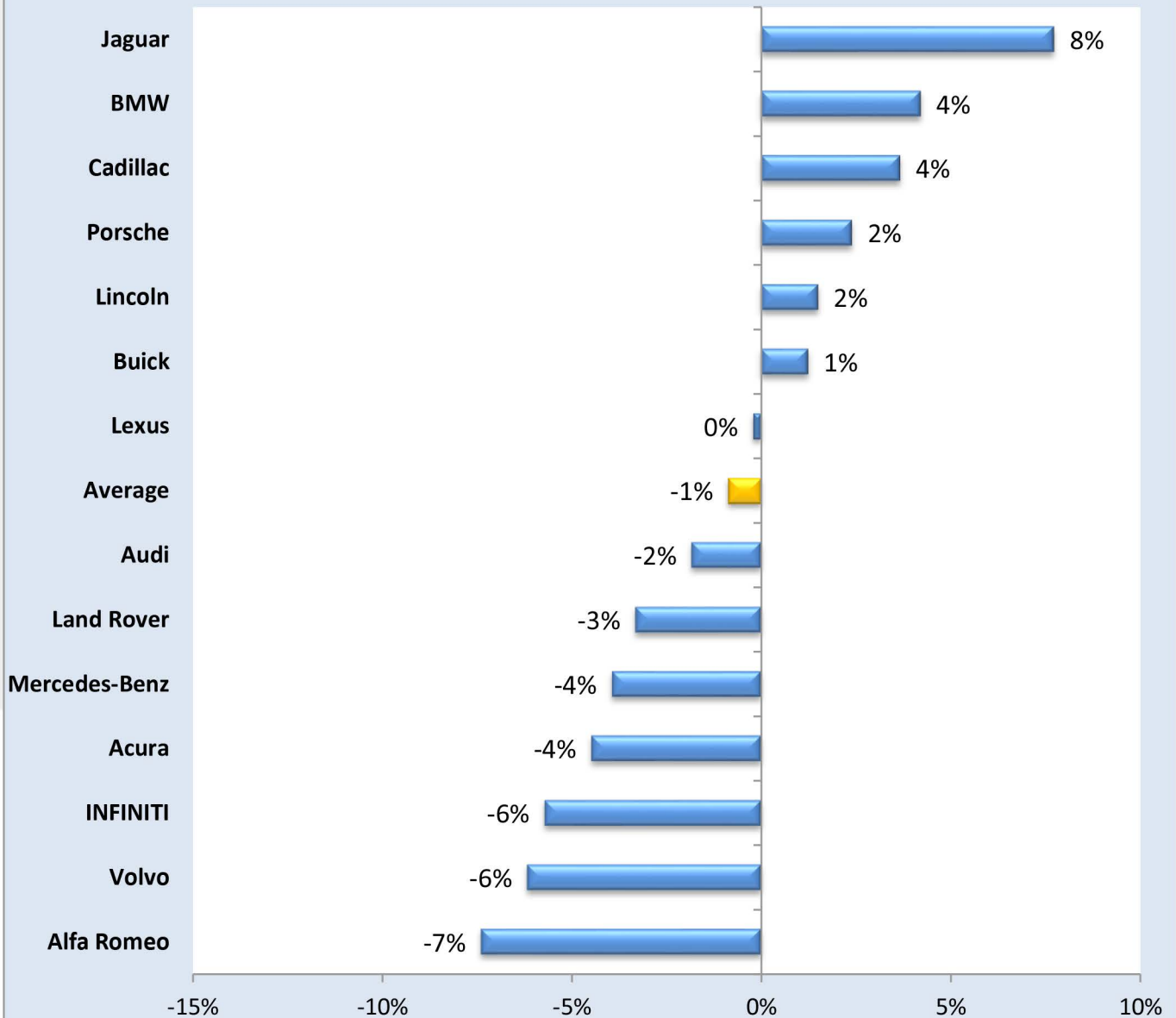
Source: Kelley Blue Book Automotive Insights, model year 2017 vs 2016

## Retained Value, MY 2017 Luxury Brands



Source: Kelley Blue Book Automotive Insights, model year 2017

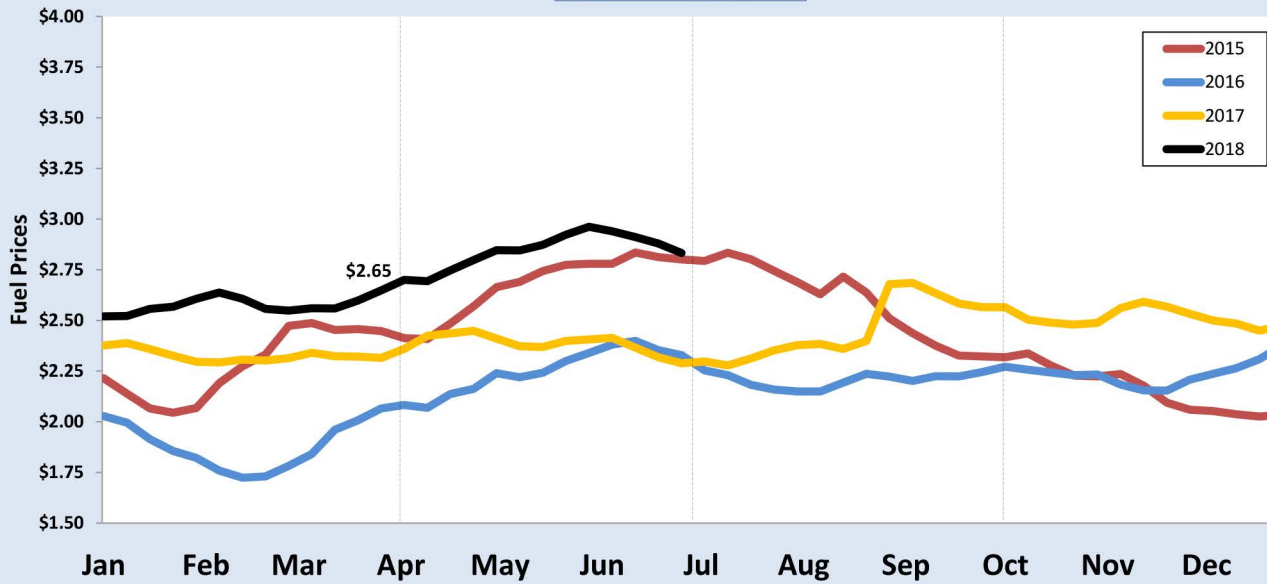
## Y-o-Y Point Change, Retained Value Luxury Brands



Source: Kelley Blue Book Automotive Insights, model year 2017 vs 2016



### Fuel Prices Regular Retail Gasoline



Source: U.S. Energy Information Administration

### Average Fuel Prices By Month (\$)

Year	Chart (Hi/Lo)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year
2018		\$2.55	\$2.59	\$2.59	\$2.73	\$2.87	\$2.91							
2017		\$2.37	\$2.30	\$2.32	\$2.42	\$2.39	\$2.36	\$2.31	\$2.38	\$2.63	\$2.51	\$2.55	\$2.49	\$2.42
2016		\$1.98	\$1.76	\$1.93	\$2.11	\$2.25	\$2.36	\$2.21	\$2.18	\$2.22	\$2.25	\$2.18	\$2.28	\$2.14
2015		\$2.14	\$2.22	\$2.46	\$2.47	\$2.72	\$2.80	\$2.79	\$2.67	\$2.41	\$2.29	\$2.18	\$2.04	\$2.43

Top 5 Performing Segments - Auction Value	
SEGMENT	Q2 Change (%)
High Performance Car	3.3%
Sporty Compact Car	2.5%
Mid-size Pickup Truck	1.3%
Hybrid/Alternative Energy Car	1.0%
Sports Car	0.4%
MY 2015 - 2017, Kelley Blue Book Auction Value	

Bottom 5 Performing Segments - Auction Value	
SEGMENT	Q2 Change (%)
Electric Vehicle	-5.8%
High-end Luxury Car	-5.3%
Luxury Full-size SUV/Crossover	-4.5%
Luxury Mid-size SUV/Crossover	-3.8%
Entry-level Luxury Car	-3.6%
MY 2015 - 2017, Kelley Blue Book Auction Value	

Top 5 Performing Brands - Auction Value	
MAKE	Q2 Change (%)
smart	1.4%
FIAT	0.6%
Scion	0.6%
Hyundai	-0.2%
Mazda	-0.2%
MY 2015 - 2017, Kelley Blue Book Auction Value	

Bottom 5 Performing Brands - Auction Value	
MAKE	Q2 Change (%)
MINI	-11.1%
BMW	-6.0%
Land Rover	-5.1%
Acura	-5.1%
Mercedes-Benz	-4.4%
MY 2015 - 2017, Kelley Blue Book Auction Value	

Top 10 Performing Models - Auction Value		
MAKE	MODEL	Q2 Change (%)
Cadillac	ELR	13.8%
Mazda	MAZDA5	8.4%
Nissan	370Z	6.8%
Scion	iQ	6.6%
Nissan	NV200	6.3%
Nissan	Frontier King Cab	5.7%
BMW	Z4	5.4%
Chevrolet	Spark	5.0%
Porsche	Boxster	4.9%
Ford	Transit Connect Cargo	4.9%
MY 2015 - 2017, Kelley Blue Book Auction Value		

Bottom 10 Performing Models - Auction Value		
MAKE	MODEL	Q2 Change (%)
MINI	Hardtop 2 Door	-12.2%
Chevrolet	Express 2500 Cargo	-12.1%
BMW	i3	-11.4%
Mercedes-Benz	B-Class	-10.4%
Mercedes-Benz	C-Class	-9.7%
Mitsubishi	i-MiEV	-9.5%
BMW	X5	-9.1%
Audi	allroad	-9.0%
BMW	7 Series	-9.0%
MINI	Countryman	-8.9%
MY 2015 - 2017, Kelley Blue Book Auction Value		